



# HUBZones

*Work for America*

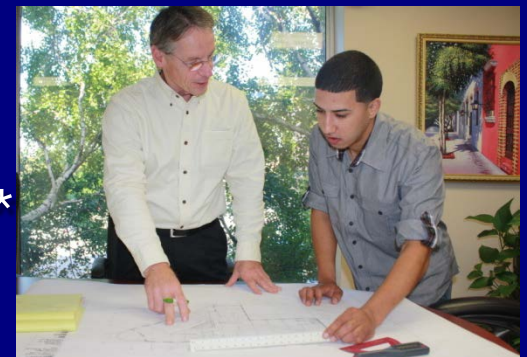


# Federal Procurement

## SMALL BUSINESS CONTRACTING SET-ASIDE PROGRAMS:

- Historically Underutilized Business Zone (HUBZone)
- Small Disadvantaged Business / 8(a) \*
- Woman-Owned \*
- Service-Disabled Veteran-Owned \*

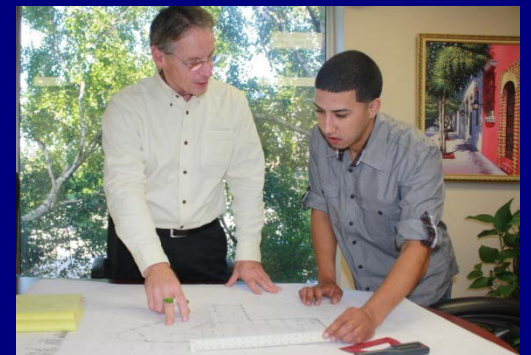
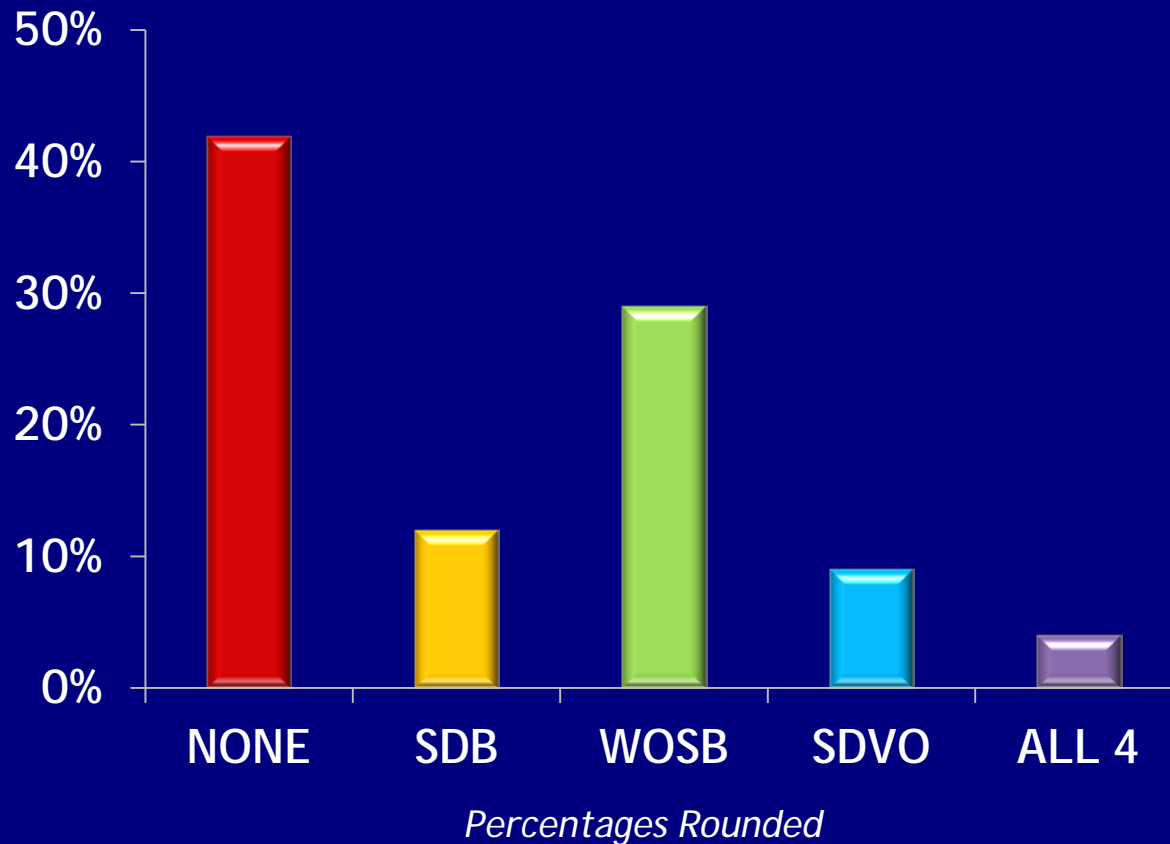
\* Based on Ownership





# Federal Procurement

Percentage of HUBZone Firms with Multiple Certifications



# HUBZone Program

## HUBZONE SPENDING (2012 rounded)

Total \$8,100 million 2.01%

- Defense \$6,000 2.18%
- Homeland Security \$390 2.99%
- Veterans Affairs \$303 1.72%
- Agriculture \$236 4.39%
- Interior \$219 7.9%
- Energy \$75 0.4%

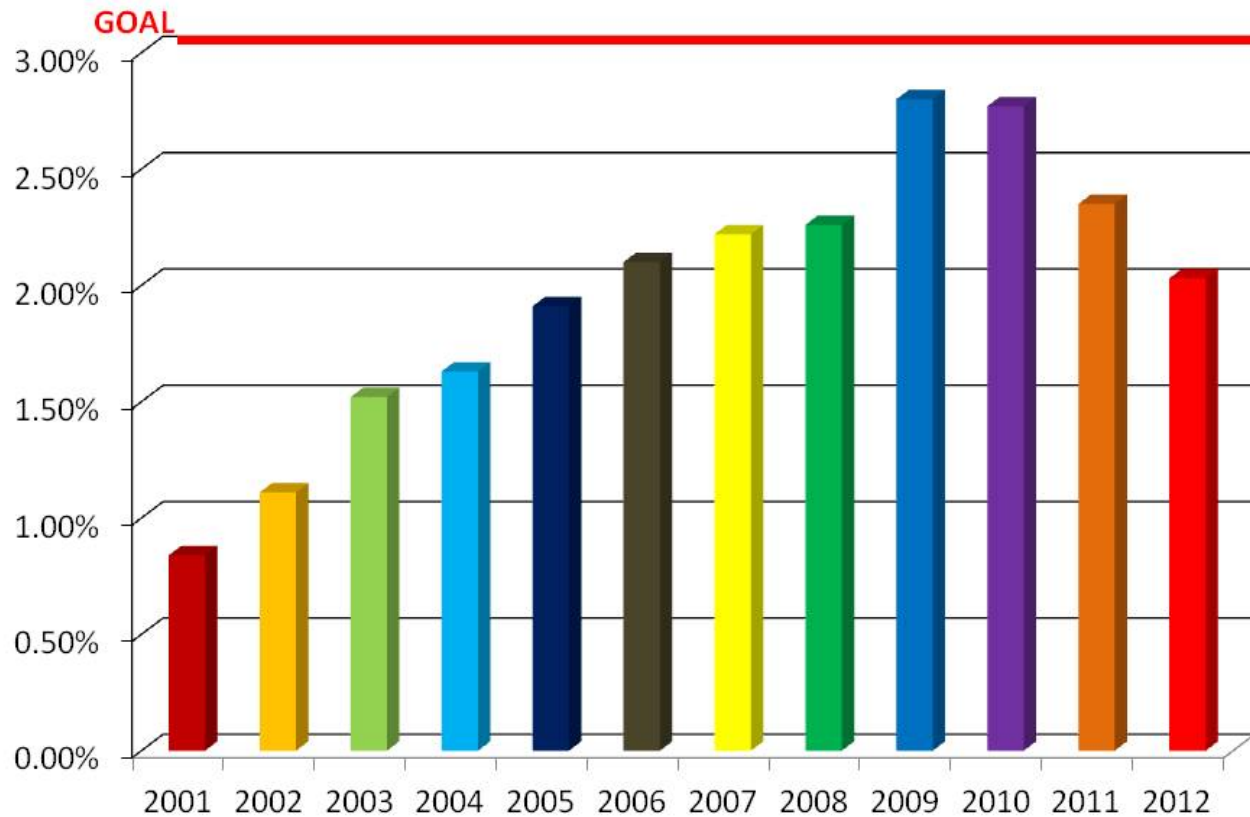
**Don't Forget the Prime Contractors!**



# HUBZone Program

## HUBZONE SPENDING SCORECARD

Percent of Federal Dollars Contracted by Fiscal Year

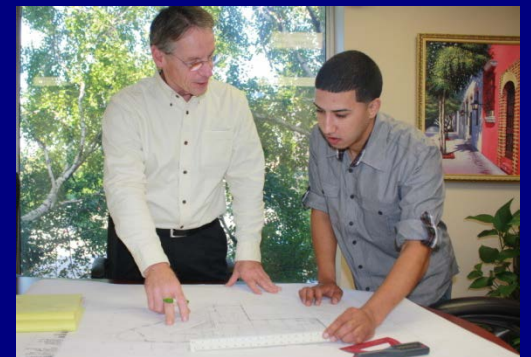


# HUBZone Program

## TOP 5 INDUSTRY SECTORS

Most contracting dollars spent in 2012:

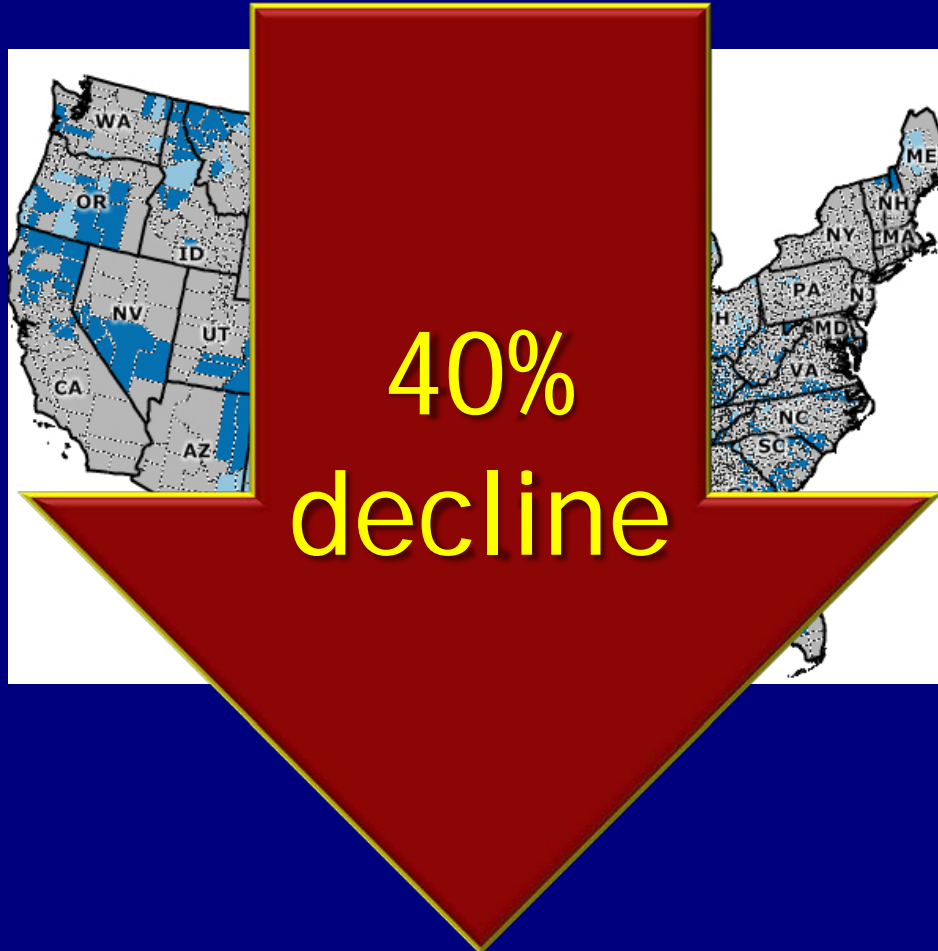
- Commercial Building Construction
- Computer-Related Services
- Research & Development – Sciences
- Engineering Services
- Computer Systems Design Services





# HUBZone Program

Spring  
2011:  
9,600  
HUBZone  
firms



Spring  
2013:  
5,700  
HUBZone  
firms

# HUBZone Program

## Requirements to be HUBZone-certified:

- The firm must be a small business per SBA size standards.
- The firm must be at least 51% owned and controlled by citizens of the United States.
- The firm's principal office must be located in a designated HUBZone area (where the greatest number of employees perform their work, excluding contract sites).
- At least 35% of the firm's employees must reside in a designated HUBZone area.



# HUBZone Program

## HUBZONE-QUALIFIED?

- A small business, 100% owned by a US citizen.
- The firm has 3 employees who work in its headquarters office that is not in a HUBZone.
- The company has 7 more employees, including one part-timer who works 20 hours per week, at a manufacturing plant a few blocks away that is in a HUBZone.
- 2 headquarters staff live in a HUBZone; and the part-timer and 1 other manufacturing employee live in a HUBZone.

# HUBZone

Contractors National Council

- Non-Profit, Non-Government Trade Association
- Membership Organization
- Benefits:
  - Legal Services
  - Marketing & Contracting Opportunities
  - Information & Support
  - Rewards, Discounts & Exclusive Services



# HUBZone

Contractors National Council

## National HUBZone Conference

September 9-10, 2013

George Mason University, Fairfax, VA (DC area)



REGISTER BY JULY 31 & SAVE \$50

- Match-Making Meetings with dozens of Federal Agencies & Primes
- Educational Sessions about Government Contracting Success
- Networking with Small Business Contractors
- Lower Registration Fee
- Hotel Rooms for just \$129 per night

**HUBZones**  
*Work for America*

More Information: Visit [hubzonecouncil.org](http://hubzonecouncil.org)

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### HUBZone

Contractors National Council

*a national, independent, non-profit trade association*

#### MEMBERSHIP BENEFITS

- Legal Services
- Marketing & Contracting Opportunities
- Information & Support
- Rewards, Discounts & Exclusive Services



The Council's membership includes small businesses that are HUBZone-certified, prime contractors, and other small and large companies and individuals interested in the HUBZone Empowerment Contracting Program.

The Council strives to:

- strengthen, improve, and promote the HUBZone Program
- help HUBZone-certified companies maximize their success in earning federal contracts
- contribute to the economic development of disadvantaged communities by reducing unemployment and homelessness

If your company is not yet a Council member, consider joining to maximize your contracting success and help strengthen the HUBZone Program.

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[hubzonecouncil.org](http://hubzonecouncil.org)





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